

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Before Commissioners:

Robert G. Taub, Chairman;  
Mark Acton, Vice Chairman;  
Tony Hammond; and  
Nanci E. Langley

Competitive Product Prices  
GEPS 7 (MC2016-196)  
Negotiated Service Agreements

Docket No. CP2016-280

ORDER APPROVING MODIFICATION ONE TO  
GEPS 7 NEGOTIATED SERVICE AGREEMENT

(Issued October 10, 2017)

I. INTRODUCTION

The Postal Service seeks to modify a Global Expedited Package Services 7 negotiated service agreement.<sup>1</sup> For the reasons discussed below, the Commission approves the Modification.

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<sup>1</sup> Notice of the United States Postal Service of Filing Modification One to a Global Expedited Package Services 7 Negotiated Service Agreement, October 6, 2017 (Notice). The modification is an attachment to the Notice (Modification).

In Order No. 3542, the Commission approved the Global Expedited Package Services 7 negotiated service agreement (Existing Agreement).<sup>2</sup> On September 25, 2017, the Postal Service filed a motion for temporary relief seeking a contract extension, stating that it had sent to the customer a proposed modification that would similarly extend the contract, and would file that modification once it was signed.<sup>3</sup> On September 27, 2017, the Commission granted the Postal Service's motion for temporary relief.<sup>4</sup> On October 6, 2017, the Postal Service filed the Notice that it has agreed to the Modification to the Existing Agreement.

## II. COMMISSION ANALYSIS

The Commission has reviewed the Notice and the accompanying materials filed under seal.

*Cost considerations.* The Commission reviews competitive product prices to ensure that each product covers its attributable costs, does not cause market dominant products to subsidize competitive products, and contributes to the Postal Service's institutional costs. 39 U.S.C. § 3633(a); 39 C.F.R. §§ 3015.5 and 3015.7. As long as the revenue generated by the product exceeds its attributable costs, the product is unlikely to reduce the contribution of competitive products as a whole or to adversely affect the ability of competitive products as a whole to contribute an appropriate share of institutional costs. In other words, if a product covers its attributable costs, it is likely to comply with 39 U.S.C. § 3633(a).

The Modification changes the expiration date of the contract to November 30, 2017. Notice at 1. This is the same date to which the Commission extended the expiration date when it granted the Postal Service's Motion. See Order No. 4128 at 3.

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<sup>2</sup> See Docket Nos. MC2016-196 and CP2016-280, Order Adding Global Expedited Package Services 7 to the Competitive Product List and Designating Baseline Agreement, September 27, 2016 (Order No. 3542).

<sup>3</sup> Motion for Temporary Relief Concerning Global Expedited Packages Services 7 Negotiated Service Agreement, September 25, 2017 (Motion).

<sup>4</sup> Order Granting Motion for Temporary Relief, September 27, 2017 (Order No. 4128).

The Modification does not materially affect the underlying financial analysis of the Existing Agreement. Thus, the Commission finds that the Existing Agreement, as modified, comports with the provisions applicable to rates for competitive products in 39 U.S.C. § 3633(a) and 39 C.F.R. § 3015.7.

*Other considerations.* If the Existing Agreement, as modified, is terminated prior to the scheduled expiration date, the Postal Service shall promptly notify the Commission.

In conclusion, the Commission approves the Existing Agreement, as modified.

### III. ORDERING PARAGRAPHS

*It is ordered:*

1. The Commission approves the Existing Agreement, as modified.
2. The Postal Service shall notify the Commission if the Existing Agreement, as modified, terminates prior to the scheduled expiration date.

By the Commission.

Stacy L. Ruble  
Secretary